

Message Text

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ACTION COME-00

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FM AMEMBASSY MEXICO

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TAGS: BEXP, MX

SUBJ: GOM PROGRAM FOR AVIATION NAVIGATIONAL AIDS 1972-1976.

REF: A) STATE 32610, FEBRUARY 19, 1974; B) STATE 197022, OCT.
3, 1973; C) MEXICO A-431, AUG. 28, 1973; D) MEXICO 7161, AUG. 21,
1973; E) MEXICO A-712, NOV. 22, 1972.

1. QUESTIONED ABOUT CURRENT STATUS OF GOM NAV AIDS PURCHASE PROGRAM, OFFICIAL OF DIRECTORATE GENERAL OF CIVIL AVIATION CONFIRMED INFORMATION GIVEN REFERENCE B RE DME'S AND VOR'S, WITH FURTHER PURCHASES TO BE MADE AS FUNDS BECOME AVAILABLE. IT WOULD APPEAR THAT WILCOX AND HASSOLD LIKELY TO OBTAIN BALANCE OF THIS BUSINESS. ILS CONTRACTS SIGNED WITH THOMSON FOR MEXICO CITY AND CONTRACT FOR TAMPICO ABOUT TO BE SIGNED WITH SAME FIRM. A FURTHER ILS PURCHASE FROM PESSEY WAS MADE IN 1973 FOR PUERTO VALLARTA. DGCA IS OPEN FOR OFFERS FROM U.S. SUPPLIERS FOR TIJUANA, MERIDA, MAZATLAN AND LA PAZ ALTHOUGH AVAILABILITY OF FUNDS NOT YET FIRM. SECONDARY RADAR PURCHASES FOR 1973 HAVE BEEN COMPLETED FOR MEXICO CITY, CERRO GORDO AND MONTERREY AND ONE PRIMARY RADAR HAS BEEN PURCHASED FOR MONTERREY. SUPPLIERS WERE THOMSON AND PLESSEY. FUNDS NOT YET AVAILABLE FOR BALANCE OF PROGRAM BUT OFFERS FROM U.S. FIRMS WILL BE WELCOMED. AT PRESENT MOST ACTIVE INTEREST SHOWN BY TEXAS INSTRUMENTS, OFFERING THOMSON EQUIPMENT MANUFACTURED BY TI UNDER LICENSE.

2. WE BELIEVE THAT CHANCES OF OBTAINING SOME OF REMAINING RADAR AND ILS CONTRACTS FOR U.S. FIRMS ARE GOOD. U.S. FIRMS SHOULD DEAL DIRECTLY WITH FOLLOWING INDIVIDUAL: ING. JOSE RODRIGUEZ
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TORRES, DIRECTOR GENERAL DE AERONAUTICA CIVIL, SECRETARIA

DE COMUNICACIONES Y TRANSPORTES, AVENIDA UNIVERSIDAD Y XOLA,
MEXICO 12, D.F. TELEPHONE 519-69-96.

3. RODRIGUEZ WILL BE MAKING ALL KEY DECISIONS ON FURTHER
PURCHASES. HE CONTINUES TO EXPRESS INTEREST IN U.S. EQUIPMENT
BUT HAS COMPLAINED THAT WITH EXCEPTION OF TEXAS INSTRUMENTS HIS
PERSONAL CONTACT WITH U.S. SUPPLIERS HAS BEEN BRIEF AND SPORADIC
AS OPPOSED TO CONTACTS WITH EUROPEAN SUPPLIERS, WHOM HE
CONSIDERS MORE COOPERATIVE IN DISCUSSING SPECIFIC PROBLEMS.
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